

Lencore
Acoustics Corp.

SPECTRA® SOUND MASKING

With over 80% of today's

office environments com-

prised of open plan, the importance of **good**

acoustics has become critical. An increase in

floor densities and a rise in the

use of teaming environments,

shared spaces, and speaker

phones, has quickly made

office acoustics a major issue

with facility professionals, architects and design-

ers nationwide.

The proper acoustic

environment is essential

for a happy, productive

and effective workplace. Lencore's background sound

masking creates spaces that are **acoustically**

comfortable and that afford a much higher degree

of **speech privacy** than does ANY other solution.



"We have found that Lencore's cutting edge sound masking technology has proven to be the ideal solution to the problem of controlling unwanted noise."

Brigadier General
Retired USAF
John Deaton

A

great

sound

makes

no noise

"As an interior designer, I make Lencore's sound masking an overall part of all my projects in order to create the most optimum office environments."

Christine Karasell
Interior Designer

"One reason that we have met with such success is the high quality of the sound masking technology that we distribute. It comes from Lencore Acoustics Corp., the country's leading sound masking specialists, whose products and expertise are second to none."

Mike MacDermaid
General Manager
MacDonald Audio
Communication

EVERYTHING
YOU NEED TO
KNOW ABOUT
MASKING

SOUND MASKING makes a sound investment in an age where companies are asking their facility and real estate divisions to contribute to the bottom line. In addition, it is **the ONLY solution that affords speech privacy**, confidentiality and the protection of proprietary information. Sound masking creates a

harmonious atmosphere in which to work that increases people's ability to concentrate. This creates greater employee productivity and efficiency.

SOUND MASKING WORKS by electronically producing a unique sound spectrum similar to that of softly blowing air. This carefully engineered sound is amplified through individual speakers set above the dropped ceiling.

The sound masking fills the plenum area and then gently filters down through the ceiling tiles into the office space below to unobtrusively raise the background sound level. This subtle rise in the background sound actually covers up and "masks" unwanted office noises, rendering speech unintelligible, and **creating office environments that are acoustically comfortable.**

EVERYONE NEEDS SOUND MASKING

In fact, research indicates that over 99% of all corporate offices can benefit from masking. Indeed every employee needs some degree of speech privacy and every employer wants the most optimum and productive work environment. Whether in call centers, open plan, private offices, in new build outs, or in smaller retrofits, **sound masking is key to successful spaces.**

With the increase in floor densities, and the trend to move executives out of private offices and into the open plan, masking enables architects and designers to **give clients back the privacy they deserve.** As more and more workstations function as the "offices" of the future, we will continue to see a rise in the use of teaming environments, shared spaces, and the use of speaker phones. These trends will make noise problems become even more evident and will be the reason why including sound masking in your space planning will be crucial.

PRICING

For an average of \$1.00 per square foot*, Lencore's Spectra® Sound Masking is the most flexible and versatile component of your furniture or construction budget. Since productivity increases will be able to offset the initial cost of the system, it just makes sense to include masking. Once installed **the system is maintenance free**, yet can be modified to meet

changes in your floor plan. What's more, if you decide to move to another facility, you can disconnect the system and take it with you.

*Price is furnished and installed based on standard project conditions/scope.

PAGING AND MUSIC

The Lencore Spectra® system's state of the art technology can also support the highest quality paging and music system available. With simple wiring and equipment additions, Lencore can provide you with both paging and music for virtually the price of the masking system. The Spectra® page/music is **superior to conventional systems** and is completely non-directional and uniform. This insures that there are no "hot" spots or "cold" spots where the paging sound is too loud or too soft.

The page delivered is crisp and clear. Indeed the most differentiating quality of the Lencore paging system is its ability to adjust the page volume separately from the masking levels in areas as small as 250 square feet. This is a key quality when you need to make special adjustments throughout the space.

OUR PLEDGE

As the new millennium unfolds, Lencore Acoustics will continue to manufacture only the highest quality and technologically advanced products for companies concerned with the acousti-



cal health of their work environments. Lencore's flexible solutions insure that the office of today meets the changing needs and demands of the future.

PRODUCTS

Call for more information about these Lencore products:

Spectra® Sound Masking Systems

Programmable Timer

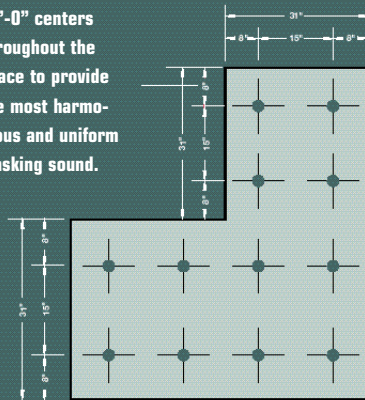
Paging/Music Systems

Millennium Acoustical Panel Program

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e-sound is a trademark of Lencore Acoustics Corp.

USER FRIENDLY & EASY TO INSTALL

The sound masking units are hung in the plenum above the ceiling tile on 15'-0" centers throughout the space to provide the most harmonious and uniform masking sound.



Lencore Acoustics Corp.

We are committed to offering a full range of products and services that address the acoustics within the office environment. By providing the highest quality background sound masking system available, and offering a full line of acoustical wall and ceiling panel products, Lencore is in a unique position to meet the acoustical challenges of Fortune 500 companies around the globe. With state of the art technology, e-sound™ and Lencore's widespread network and manufacturing capabilities, your organization, whether large or small, will benefit from our experience, knowledge, and unparalleled customer service.

SPECTRA® Sound Masking Features

- the FIRST EVER UL listed and approved sound masking system
- the ONLY sound masking system with e-sound™
- the highest quality U.S.A. manufacturing and the latest in advanced technology
- the most versatile and adjustable system available
- an unconditional 10-year warranty

LENCORE'S PARTIAL CLIENT LIST

Lucent Technologies	Walt Disney World
NationsBank/Bank of America	Honeywell
Cirrus Logic	Whitehall-Robins
Hewlett-Packard	Nokia
Pepsi-Cola	APC Sprint Spectrum
Netscape	N.Y. Life Insurance Company
PeopleSoft	Cigna
Chicago Board of Trade	Nationwide Insurance
United Nations Plaza	Dell Computers
Federal Reserve Bank	Wendover Funding
New York Public Library	Union Bank of Switzerland
G.D. Searle & Company	Learning International
Air National Guard	Nabisco
Bell South	Polo Ralph Lauren
Kraft Foods	Little & Associates Architects
J.P. Morgan	General Motors
Prudential Capital	American President Lines
PaineWebber	Northwestern Mutual Life
Dean Witter Reynolds	Trane Company
Chicago Mercantile Exchange	Diamond Technologies
Campbell South	I.R.S.
Dupont Merck	Financial Times
Blue Cross/Blue Shield	Coca-Cola Bottling Co.
Kaiser Permanente	Sony
Optika Imaging System	Campus Crusade for Christ
American Red Cross	Volvo
IBM Corporation	Actuarial Sciences
Dow Jones	Lowe's Home Improvement
VeriFone	First Union National Bank
Americhoice Health Services	Young & Rubicam Advertising
Security Life of Denver	Royal Caribbean Cruise Line
Beneficial Bank	Echostar Communications
General Electric	Chase Manhattan Bank
Dow Corning	Sears
Rockefeller Center	Bank of Boston
AT&T	Commerzbank
American Express	Arthur Andersen & Co.
ABC	Ernst & Young
FOX TV	The New York Times
NBC	Excite
DreamWorks	Northrop Grumman
MTV	Boeing
Pacific Telecom	Candle Corp.
Pacific Bell	National Geographic
Cellular One	New York University
Omnicom, Inc.	Deloitte & Touche
Boston Consulting	Equitable
Quintiles	Kawasaki
Sotheby's New York	Ford Motor Co.
Nautica	Compaq Computers
J.C. Penney	NET

The logo for Lencore Acoustics Corp. is located in the bottom left corner. It consists of a square with a vertical gradient from light blue at the top to dark blue at the bottom. The word "Lencore" is written in a bold, white, sans-serif font, and "Acoustics Corp." is written in a smaller, white, sans-serif font directly below it.

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